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HEIKES--HUNTSVILLE-TREES.

# The Huntsville Wholesale Nurseries.

JANUARY

Huntsville, Ala.

1911

U.S. DEPT. OF AGRICULTURE  
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WASHINGTON, D.C.



FOR THE TRADE ONLY.



## Special Mention.

**ROSES**—We are making a specialty of growing Hardy Hybrid Perpetuals and Mosses by budding for outdoor planting. Budded roses transplant with better success than roses on their own roots and produce finer blossoms. The stocks upon which we bud are all disbudded before planting, so that little trouble is experienced from suckers. It will be noticed that our assortment given on page six covers all shades of color from white to the darkest crimson. We have discontinued growing roses at Biloxi, Miss., as we find we can produce a much healthier, handsomer plant at Huntsville. Our present crop is grown at Huntsville, and we guarantee as fine plants, both roots and tops, as can be produced anywhere in the United States. Samples will be sent upon application.

### PEACHES.

**THE MAYFLOWER**—Introduced by Mr. J. Van Lindley, Pomona, N. C. The earliest of all peaches. Ripened here this year May 19th. Mr. Lindley has tested this variety in his orchard for the past four years. It is a remarkable peach and red all over. Will supersede Victor and Sneed.

**ARP BEAUTY** is next in season and next in value to Mayflower. Comes in just before and laps over into the season of Greensboro. It is quite distinct from any variety that we know and will prove a very valuable sort for commercial orchards as well as for family orchards. It is the most showy and by far the best in quality of any peach of its season. The flesh is of a rich, inviting yellow color; the skin a pleasing shade of yellow, very attractively painted and mottled with bright crimson. It is very prolific, has large flowers and is one of the hardest in tree, bud and bloom. Freestone, but the flesh, like that of all exceptionally early freestone peaches, clings more or less to the seed. In size it is about the same as Yellow St. John.

**APEX**—Ripens at the same time as Alexander, to which it is far superior in size, color and flavor. Size large, color of skin yellow, with a mottled red cheek. Flesh yellow and of good quality—one of the best early market varieties. Freestone, but, like all extra early peaches, the flesh clings to the stone.

**DR. BURTON**—Very similar to Mamie Ross in vigor, certainty and abundance of bearing; has large flowers. Much superior to Mamie Ross and ripens about one week earlier. It is a perfect freestone, of rather larger size than Mamie Ross, of same shape, with smaller seed, much firmer and more color, and quality of the finest; the best and handsomest peach of its season.

**GOLDFINCH (Ea. Elberta)**—This is a seedling of Elberta, of very much the same characteristics, but ripening about a week earlier.

**MUNSON'S CLING.** A selected seedling of Elberta, among hundreds grown from select seed. Equally as large as Elberta, more spherical, with a short beak. Firm, yellow flesh of the finest quality. Surface mostly covered with bright red, very handsome. An immensely superior quality to Chilow. Ripens with Elberta.

**MUNSON'S FREE.** Selected variety among several hundred Elberta seedlings grown from selected seed. The fruit is larger than Elberta; more highly colored, more oblong and of better quality; flesh yellow. More prolific and hardy in bearing. Ripens about a week later than Elberta. Very firm; fine for shipping.

**REX.** A seedling of Elberta, ripening about a month later. This variety in size, color of skin and flesh is very much like Elberta.

**TIEBOUT**—Free, largest size, rich orange color, with dark red cheek, flesh of the finest quality. firm, buttery; a splendid shipper, seed small. About two weeks later than Elberta.

**DULCE**—The same description of the Tiebout, but ripening a month later.

**OCTOBEL (Bell's October).** Large, rich, yellow, red cheek; freestone; of finest quality.

We recommend the following varieties as a splendid assortment of varieties for a succession in both the commercial and home orchard. They are named in the order of ripening and cover the season from the middle of May to the middle of October: Mayflower, Arp Beauty, Apex, Greensboro, Dr. Burton, Mamie Ross, Carman, Hiley, Goldfinch, Champion, Belle of Ga., Elberta, Munson Free, Old Mixon Free, Lemon Cling, Crawford's Late, Beer's Smock, Rex, Tibout, Fox Seedling, Krummel's Late, Salway, Dulce, Henrietta, Octobel, Stinson's.

# The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER

References: W. R. Rison Banking Company, Huntsville, Ala., and the  
Mercantile Agencies.

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FALL OF 1910 AND SPRING OF 1911.

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## HEIKES HUNTSVILLE TREES.

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JANUARY, 1911.

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Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

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## Combination Car Lots.

Prices will be based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

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## Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Tyler, Texas, Toppenish, Wash., N. Yakima, Wash., Portland, Ore., Grand Junction, Colo., and Salt Lake City, Utah, distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR TYLER, TEXAS—October 10th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR TOPPENISH, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

FOR GRAND JUNCTION, COL.—October 15th to December 1st and in Spring.

FOR SALT LAKE CITY, UTAH—November 1st to December 15th.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received.



For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

### KIEFFER PEARS. Two Years.

GRAFTED PEARS. } Two Years On French Seed'lgs	<i>Fodder.</i>	<i>Folder.</i>	<i>Follow.</i>	<i>Fondle.</i>	<i>Foolish.</i>	<i>Forage</i>	<i>Fory.</i>
	5 to 7 feet ¾ to 1 in.	5 to 6 feet ¾ to ¾	4 to 5 feet 9-16 to ¾	4 to 5 feet ½ to 9-16	3½ to 4½ 7-16 to ½	ft 3 to 4 ft	2 to 3 ft.
Kieffer.....	Pr M \$125	Per M \$90	Per M \$65	Per M \$55	Per M \$50	Pr M \$40	Per M \$30

### KIEFFER PEARS—One Year. Grafted on Branched French Pear Seedlings.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fabric</i> .....	\$85 00
One year, 4 to 5 feet, not branched.....	<i>Fable</i> .....	75 00
One year, 3 to 4 feet, not branched.....	<i>Farmer</i> .....	60 00
One year, 2 to 3 feet, not branched.....	<i>Farther</i> .....	50 00
One year, 1 to 2 feet, not branched.....	<i>Fathom</i> .....	30 00

### COMPASS--CHERRY--PLUM—One Year. On Peach Stocks.

<i>Sandal</i>	<i>Safely</i>	<i>Sage</i>	<i>Sad</i>
4 to 5 feet ½ to 9-16	3½ to 4½ ft. 7-16 to ¾	3 to 4 feet ¾ to 7-16	2 to 3 feet
Per M \$125	Per M \$100	Per M \$85	Per M \$5
1520	2040	4600	2850

We have about 200 Compass-Cherry-Plum on Plum Stocks 3 to 4 feet at 12½ cents, 300 2 to 3 feet at 10 cents, and 300 1 to 2 feet at 7½ cents.

### CHERRY TREES. Two Years. On Mahaleb

	CIPHER.	Per 1000
Early Richmond, Dyehouse,	1 inch & up, 5 to 7 feet, well bran'd.....	<i>Omen</i> .....\$125 00
	¾ to 1 inch, 5 to 6 feet, well bran'd.....	<i>Object</i> .....125 00
	¾ to ¾, 4½ to 5½ feet, well bran'd.....	<i>Oblong</i> .....100 00
	9-16 to ¾, 4 feet and up, well bran'd.....	<i>Octave</i> .....70 00
	½ to 9-16, 3½ feet and up, well bran'd.....	<i>Office</i> .....50 00
	5 to 4 feet, branched.....	<i>Onward</i> .....40 00
	2 to 3 feet, more or less branched.....	<i>Order</i> .....30 00
Montmorency, Wragg, Royal Duke,	1 inch & up, 5 ft. & up, well bran'd.....	<i>Orgie</i> .....\$135 00
	¾ to 1 in., 4½ ft. and up, well bran'd.....	<i>Oblige</i> .....125 00
	¾ to ¾, 4 ft. and up, well bran'd.....	<i>Obscure</i> .....100 00
	9-16 to ¾, 3½ ft. and up, well bran'd.....	<i>Observe</i> .....70 00
	½ to 9-16, 3 ft. and up, well bran'd.....	<i>Obtain</i> .....50 00
	5 to 4 feet, branched.....	<i>Ocean</i> .....40 00
	2 to 3 feet, more or less branched.....	<i>Orbit</i> .....30 00

### SWEET CHERRIES---One Year.

SWEET CHERRIES. } One Year.	<i>Pshaw</i>	<i>Psalm</i>	<i>Pry</i>	<i>Prudish</i>
	5 to 6 feet Per M \$125	4 to 5 feet Per M \$100	3 to 4 feet Per M \$80	2 to 3 feet Per M \$60
Black Tartarian.....	980	595	606	240
Lambert.....	6	14	60	50
Napoleon.....	68	97	222	158
Bing.....	66	166	240	227
Royal Duke.....	---	---	1000	2000

## PRIVET.

AMMOOR RIVER PRIVET. The Best Strain. More Nearly Evergreen Than Any Other Strain.

	CIPHER	Per 1000
Two years, 4 to 5 feet, well branched.....	<i>Pug</i> .....	\$50 00
Two years, 3 to 4 feet, well branched.....	<i>Purge</i> .....	35 00
One year, 2 to 3 feet, well branched.....	<i>Purify</i> .....	25 00
One year, 18 to 24 inches, well branched.....	<i>Purist</i> .....	20 00
One year, 12 to 18 inches, slightly branched.....	<i>Purl</i> .....	15 00

**PEACH TREES--On Peach. Leading Varieties.**

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphid, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

Peach Trees One Year, On Peach Stock	Rancor 6 to 8 ft. ¾ & up Pr M \$85	Ransom 5 to 6 ft. ¾ to ¾ Pr M \$85	Rather 4 to 6 ft. 9-16 to ¾ Pr M \$85	Rattle 4 to 5 ft. ¾ to 9-16 Pr M \$65	Recite. 3 ½ to 4 ½ ft. 7-16 to ½ Per M \$50	Reserve. 3 to 4 feet ¾ to 7-16 Per M \$45	Resource 2 to 3 ft. Per M \$35	Render 1 to 2 ft. Per M \$25
Alexander.....	180	280	...	...	...	...	...	...
Arp Beauty.....	370	550	...	...	...	405	...	...
Apex.....	550	...	...	...	...	...	30	...
Beers Smock.....	300	600	...	...	...	...	...	...
Belle of Ga.....	...	...	...	...	...	...	...	...
Bequet's Free.....	10	50	...	...	...	...	...	...
Bilyeau Late.....	...	...	...	...	...	...	...	...
Carman.....	...	...	...	...	...	...	...	...
Capt. Ede.....	...	...	...	...	...	...	...	...
Crawford's Late..	890	1265	...	55	240	...	...	...
Champion.....	30	...	...	...	...	...	...	...
Chair's Choice.....	...	...	...	...	...	...	...	...
Crawford's Early	570	520	...	...	...	...	...	...
Dulce.....	...	30	...	50	50	20	10	5
Dr. Burton.....	...	70	10	30	145	520	400	10
Elberta.....	27985	42019	32475	10450	10000	20000	16420	3000
Emma.....	...	40	...	...	...	...	...	...
Fox Seedling.....	...	...	...	...	...	...	...	...
F. St. John.....	15	...	...	...	...	10	15	10
Globe.....	40	30	...	...	...	...	...	60
Greensboro.....	...	...	...	...	...	...	...	...
Goldfinch.....	...	...	...	...	...	...	...	...
(Ea. Elberta)...	830	525	...	...	1555	2220	1310	740
Heath Cling.....	50	540	810	...	...	...	...	...
Hiley (Ea. Belle)...	6000	5200	...	...	...	...	...	...
Henrietta.....	30	60	...	...	...	...	...	...
Krummel's Late..	130	...	...	...	...	...	...	...
Lemon Cling.....	150	420	...	...	...	...	...	...
Lovell.....	...	100	...	...	...	570	570	20
Mamie Ross.....	390	1000	...	...	75	...	...	...
Mayflower.....	645	...	...	...	...	...	...	...
Mountain Rose.....	...	...	...	...	...	...	...	...
Munson Free.....	590	1030	...	...	...	660	500	...
Munson Cling.....	...	50	...	...	...	400	100	40
Muir.....	250	500	...	...	...	...	950	500
Octobel.....	10	150	...	100	...	...	...	50
Old M. Free.....	...	...	...	...	...	...	...	30
Old M. Cling.....	370	360	1140	...	...	50	110	...
Orange Cling.....	...	...	...	...	...	...	...	70
Phillips Cling.....	...	200	500	630	...	1100	700	275
Rex.....	140	410	...	...	...	75	...	...
Reeve's Favorite..	...	...	...	...	...	...	...	...
Salway.....	590	610	...	...	...	...	...	...
Stump.....	260	1470	...	...	...	...	...	...
Sneed.....	...	...	...	...	...	...	...	...
Tuskena (Tuscan)	10	100	20	130	160	300	300	208
Triumph.....	...	...	...	...	...	...	10	70
Tiebout.....	...	60	25	130	220	50	110	30
Waddell.....	40	130	...	...	...	300	140	20

**PEACH TREES. June Buds.**

Peach Trees. On Peach. June Buds	Jingle 5 to 6 ft. ¾ to ¾ Pr M \$85	Jacket. 4 to 5 ft. 9-16 to ¾ Pr M \$85	Jargon 3 ½ to 4 ½ ft. ¾ to 9-16 Pr M \$65	Jasper 3 to 4 ft. 7-16 to ½ Pr M \$50	Sealous 3 to 4 ft. ¾ to 7-16 Pr M \$45	Jeopard 2 to 3 feet Per M \$35	Jersey 18 to 24 in Per M \$30	Jewel 12 to 18 in Pr M \$25
Arp Beauty.....	...	...	...	...	...	...	...	...
Belle of Ga.....	...	...	...	...	...	...	...	...
Carman.....	...	...	...	...	...	...	...	...
Crawford's Early..	...	...	...	...	...	...	...	300
Crawford's Late..	...	...	...	...	...	...	...	...
Champion.....	...	...	...	...	...	...	480	50
Elberta.....	3540	14670	20570	49460	97580	153820	73700	15550
Fitzgerald.....	240	...	...	70	60	15	20	...
Goldfinch.....	...	...	...	...	...	...	...	...
(Ea. Elberta).....	...	520	370	2060	2350	60	...	...
Greensboro.....	...	...	...	...	...	...	...	...
Hiley (Ea. Belle)...	...	3650	...	6820	7310	2500	...	...
Krummel's Late..	...	...	...	...	...	...	...	...
Lemon Cling.....	50	20	15	20	20	10	...	...
Lovell.....	1240	10	90	180	180	130	20	...
Mamie Ross.....	430	150	90	...	...	...	...	...
Mayflower.....	...	...	...	...	...	...	...	100
Muir.....	400	250	245	75	...	100	...	...
O. M. Cling.....	2310	1120	1400	890	680	850	...	...
Phillips Cling.....	380	...	...	140	150	80	25	...
Salway.....	...	...	...	...	...	...	...	...
Triumph.....	...	...	...	...	...	...	375	400
Tuskena (Tuscan)	150	90	120	75	65	100	...	...



**MAGNOLIA GRANDIFLORA.**

<i>Magnolia Grandiflora</i>	<i>Matlock</i> 4 to 5 feet \$50 Per 100	<i>Mallet</i> 3 to 4 feet \$35 Pr 100	<i>Manger</i> 2 to 3 feet \$25 Per 100	<i>Marlin</i> 18 to 24 in. \$20 Pr 100	<i>Marble</i> 12 to 18 in. \$17.50 Pr 100	<i>Master</i> 6 to 12 in. \$15 Pr 100
The two feet and up are two years transplanted. Smaller sizes One year transp'd	195	15	25	400	172	220

**PECAN SEEDLINGS. Gulf Coast Thin Shell.**

We have a very fine lot of two and three-year old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

<i>Potted</i> 4 to 5 feet Per M \$70	<i>Pellet</i> 3 to 4 feet Per M \$65	<i>Pebble</i> 2 to 3 feet Per M \$50	<i>Paddle</i> 18 to 24 in. Per M \$45	<i>Patent</i> 12 to 18 in. Per M \$35
130	---	---	13750	13750

**ROSES--Field Grown. Budded.**

We have ceased to grow Roses at Biloxi, as we find we can produce a much stronger, healthier plant at Huntsville. Those grown here, both root and top, are as fine as can be grown anywhere. We have a large stock this year and are making prices low to help introduce the Huntsville grown.

<b>ROSES.</b>	<i>Rosette</i> No. 1 Per M \$80	<i>Robust</i> No. 1½ Per M \$65	<i>Rocket</i> No. 2 Per M
Field Grown. Very Fine.			

**HYBRID PERPETUALS.**

<i>Anna de Deisbach</i> .....	4375	2510	250
<i>Baroness Rothschild</i> .....	---	---	---
<i>Coquette des Alps</i> .....	---	1240	280
<i>Gen. Jacqueminot</i> .....	3440	6505	185
<i>Gruss an Teplitz</i> .....	---	---	40
<i>Jubilee</i> .....	---	1134	200
<i>Mar. P. Wilder</i> .....	8105	7545	2035
<i>Magna Charta</i> .....	1770	580	35
<i>Mad. Gab. Luizet</i> .....	1600	1120	170
<i>P. C. de Rohan</i> .....	---	4720	305
<i>Paul Neyron</i> .....	5715	1230	250
<i>Frau Karl Druschki (Snow)</i>	8450	5735	780
<i>Queen</i> .....			
<i>Ulrich Brunner</i> .....	5925	6035	230

**MOSESSES.**

<i>Crested Moss</i> .....	---	---	100
<i>Henry Martin</i> .....	570	---	10
<i>Salet</i> .....	80	80	30
<i>White Bath</i> .....	---	---	40

**BUDDED ROSES**—We have ceased the propagation of Roses on own roots.

The No. 1 plants will have three or more branches and will be cut back to 18 to 24 inches. The roots are very fine. We make a grade of Roses called No. 1½. This grade is made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting.

**SWEET CHERRIES. New York Grown.**

	<i>Picket</i> 5 feet & up Per M \$125	<i>Paling</i> 4 to 5 feet Per M \$100	<i>Panel</i> 3 to 4 feet Per M \$80	<i>Parade</i> 2 to 3 feet Per M \$60
<i>Napoleon</i> .....	460	2200	1150	690
<i>Black Tartarian</i> .....	340	1700	850	510
<i>Lambert</i> .....	280	1400	700	420
<i>Bing</i> .....	180	650	325	195

**APPLE TREES. One Year.**

We have some very promising lots of apple grafts one year for sale. One large fine block of our own growing at Huntsville. Other lots are grown on contract in Washington, Kansas and Oklahoma. Descriptions of the different lots, showing sizes, prices and varieties, are given below:

**APPLE GRAFTS—One Year. No. 1 Seedlings. Huntsville Grown.**

	<i>Prosy</i> 5 to 6 feet Per M \$100	<i>Provost</i> 4 to 5 feet Per M \$80	<i>Provoke</i> 3 to 4 feet Per M \$65	<i>Provide</i> 2 to 3 feet Per M \$50	<i>Prove</i> 1 to 2 feet Per M \$35
Winesap.....	19670	8445	1495	709	200
Jonathan.....	...	...	2380	700	300
Rome Beauty.....	...	...	...	180	100
Gano.....	...	...	...	...	50
Grimes Golden.....	...	...	...	240	50
Kinnard's Choice.....	1200	1400	...	10	...

**APPLE GRAFTS--One Year. No. 1 Seedlings. Oklahoma Grown.**

	<i>Protect</i> 4 to 5 feet Per M \$80	<i>Prosy</i> 3 to 4 feet Per M \$65	<i>Prosper</i> 2 to 3 feet Per M \$45	<i>Prospect</i> 1 to 2 feet Per M \$35
Rome Beauty.....	117	104	2650	1250
Mo. Pippin.....	4	60	500	375
Ben Davis.....	...	125	500	180
Yellow N. Pippin.....	...	...	20	165
Grimes. Golden.....	...	80	680	480
Jonathan.....	...	140	940	1165
Spitzenburg.....	...	70	110	60
Yellow Transparent..	5	...	190	95
York Imperial.....	5	170	295	100
Stayman Winesap.....	...	...	15	30
M. B. Twig.....	30	...	5	30
Red June.....	...	10	50	30
Maiden's Blush.....	10	50	59	25
N. W. Greening.....	...	...	...	10
Whitney No. 20.....	...	...	90	40
Gano.....	...	...	1440	576
Duchess.....	5	5	895	230
Winesap.....	211	2184	2806	1876
Wealthy.....	15	...	...	160

**PEAR GRAFTS--One Year. Grafted on French Pear Seedlings 7-12 mm. Branched Roots. Oklahoma Grown.**

	<i>Prose</i> 5 to 6 feet Per M \$85	<i>Prophet</i> 4 to 5 feet Per M \$75	<i>Property</i> 3 to 4 feet Per M \$60	<i>Proper</i> 2 to 3 feet Per M \$50	<i>Prop</i> 1 to 2 feet Per M \$30
Kieffer Pear.....	2000	2665	2000	1300	235

**APPLE GRAFTS—One Year. No. 1 Seedlings. Kansas Grown.**

	<i>Prolific</i> 3 to 4 feet Per M \$65	<i>Project</i> 2 to 3 feet Per M \$50	<i>Prohibit</i> 1 to 2 feet Per M \$35
Winesap.....	500	500	250
Jonathan.....	...	2300	1000
Rome Beauty.....	...	500	150
York Imperial.....	...	75	25
Spitzenburg.....	400	350	125
Newtown Pippin.....	...	600	200
Wealthy.....	...	175	50

**APPLE GRAFTS—One Year. No. 1 Seedlings. Washington Grown.**

	<i>Prone</i> 3 to 4 feet Per M \$65	<i>Promptly</i> 2 to 3 feet Per M \$50	<i>Promote</i> 1 to 2 feet Per M \$35
Spitzenburg.....	300	3000	750
Winesap.....	350	2000	800
King of Tompkins Co.	100	800	450
Jonathan.....	550	4000	900
Grimes Golden.....	320	2015	650
Rome Beauty.....	150	3000	1700
St. Winesap.....	...	...	250
Ark. Black.....	150	400	150
Newtown Pippin.....	250	1000	500



## Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

**RATES.**—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

**SEASON.**—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

**SHIPPING DIRECTIONS.**—We respectfully beg our patrons to furnish us with explicit directions as to shipping, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

**RELEASE.**—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

**PACKAGES.**—The cost of package must be added to the prices quoted in this list, as follows: Boxes 30 inches square, from 7/4 to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

**PACKING.**—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

**ASSORTMENTS.**—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

**CAUTION.**—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

**TERMS.**—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

**FORMS OF PAYMENT.**—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add 1/4 of one cent, to the amount of the bill for the cost of collection.

**GRADES.**—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

**GARANTEE OF GENUINENESS.**—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

**ACCEPTANCE.**—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will not be given consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.